



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, October 1, 2015 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	11/05/2015

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Donna Klimowicz, New Castle County, Professional Member
Debbie Oberdorf, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Denise Tatman, Sussex County, Public Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Tom Burns, Kent County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

CALL TO ORDER

Mr. Riale called the meeting to order at 9:37 a.m.

NEW BUSINESS

Update from the Commission

Ms. Williams advised the Committee that the Commission accepted all of the Committee's recommendations regarding instructor and course provider applications. Ms. Williams reported that the Commission has requested that the Committee simply update the Education Guidelines to make the requirements for online pre-licensing clear. The Commission does not want various proposals regarding online pre-licensing courses.

REVIEW OF MINUTES

Mr. Rushe moved, seconded by Ms. Tatman, to approve the September 3, 2015 minutes as written. Motion carried with Ms. Klimowicz abstaining.

NEW BUSINESS

Review of Course Provider Applications

Mr. Rushe moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of REALTORS® School

Course Title: 1031 Tax-Deferred Exchanges **Approved**

Credit Hours: 3.0

Module: 6 or 7

Course Title: Income Capitalization Techniques **Denied – Inadequate Outline**

Credit Hours: 3.0

Module: 6 or 7

Course Title: Lease Accounting Standard – Real Estate and Law **Approved for Module 7 Only; Not Module 6 as Requested**

Credit Hours: 3.0

Module: 6 or 7

Course Title: Supply and Demand Analysis **Approved for Module 7 Only; Not Module 6 as Requested**

Credit Hours: 3.0

Module: 7

Course Provider: Delaware School of Real Estate

Course Title: Guiding Homebuyers – Current Mortgage Programs & Topics **Tabled – Course Outline Needed**

Credit Hours: 3.0

Module: 7

Course Title: The 15 Minute Walkthrough – How Houses are Built & What Goes Wrong **Tabled – Course Outline Needed**

Credit Hours: 3.0

Module: 7

Kent County Association of Realtors®

Course Title: Differences Between Delaware and Pennsylvania Real Estate Transactions **Approved**

Credit Hours: 3.0

Module: 7

Course Title: First Time Home Buyers – Guiding a Buyer into a First Home **Approved**

Credit Hours: 3.0

Module: 3 or 7

Course Title: Legislative Landmines **Approved**

Credit Hours: 3.0

Module: 5

Course Title: Practical Tips for Listing Agents **Approved**

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Credit Hours: 3.0
Module: 6

Course Title: Real Estate "Jeopardy" – Documents **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Real Estate "Jeopardy" – Office Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Real Estate "Jeopardy" – Legislative Issues **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Risk Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Short Sales and Foreclosures **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Quirks in Real Estate – Practical Resolutions to Problems **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Understanding the Agreement of Sale **Approved**
Credit Hours: 3.0
Module: 3

McKissock, LP
Course Title: Delaware Core Module 3 – Real Estate Documents **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Delaware Core Module 5 – Legislative Issues **Approved**
Credit Hours: 3.0
Module 5

Stephen M. Marcus
Course Title: Selling HUD Homes – Making it Easy! **Approved for Module 7 Only; Not Module 6 as Requested**
Credit Hours: 3.0
Module: 7

The CE Shop, Inc.
Course Title: Hot Market Strategies **Approved**
Credit Hours: 3.0
Module: 7

Course Title: New Salesperson Module 1: Professional Standards in Real Estate **Approved**
Credit Hours: 3.0
Module: New Licensee Module 1

Course Title: New Salesperson Module 2: Agreement of Sale/Buyer Representation **Approved**
Credit Hours: 3.0
Module: New Licensee Module 2

Course Title: New Salesperson Module 3: Real Estate Documents/Seller Representation **Approved**
Credit Hours: 3.0
Module: New Licensee Module 3

Course Title: New Salesperson Module 4: Real Estate Professionalism **Approved**
Credit Hours: 3.0
Module: New Licensee Module 4

Review of Instructor Applications

Mr. Rushe moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

David Dilworth **Approved**
Continuing Education: Modules 5, 6 & 7 – Lease Accounting

Albert Hughes **Approved**
Continuing Education: Module 7 – Demographic Analysis; Income Capitalization; Real Estate Market Cycles

Margaret McDonnell **Approved**
Continuing Education: Module 7 – 1031 Tax Deferred Exchanges

Michael Rushe **Approved**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Contract Negotiations; Short Sales; Title Issues; Leases; Eviction Process; Foreclosure Process

Noelle Barbone **Approved**
Continuing Education: Modules 2, 4, & 7 – Qualifying a Seller to Sell; Buyer Agency; Ethics; Office Management; Contracts; Negotiation; RESPA

Dominic Cardone **Approved**
Continuing Education: Modules 1 – 6; Module 7 – ABR; Green 100; Green 200; Green 300; Ethics; Agency; Short Sales; Standard Forms, RE Marketing Reboot; SRES

Dee Hake **Approved**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Buyer Consultation; Staging; Seller Presentation; Short Sales; REOs; Foreclosures; Overcoming Objections; Pricing; Negotiating Strategies; Contracts; Leases; LTC

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

UNFINISHED BUSINESS

Discussion Regarding Intermediate or Advanced Difficulty Level Requirement for Online CE's

The Committee discussed the experience that they had after completing some online continuing education courses provided by McKissock, LP and The CE Shop, Inc. Ms. Williams previously provided the Committee with log-in information for them to complete some of the courses in a test environment. Ms. Price reported that she completed a course offered by McKissock, and the format of the course was good, as well as the disclaimer prior to starting the course. Ms. Tatman reported that she completed the ethics course offered by McKissock, and she completed the course in 35 minutes. Ms. Tatman reported that in the traditional classroom setting, the teachers teach to the amount of time required; as opposed to the online courses where individuals know the information, are attempting to learn the information. Ms. Klimowicz reported that she took the office management course offered by McKissock, and that the course did not prohibit her from moving on to the next segment immediately. She reported that the course was well designed but the timing mechanism is only effective when there is a required amount of time for each segment of the course.

Ms. Woerner reported that she completed a course offered by The CE Shop, Inc, as well as McKissock, and found that The CE Shop's website is difficult to navigate, and that the McKissock course, would allow her to go through a course without requiring her to be on a certain section for an allotted amount of time. Ms. Oberdorf reported that she completed the office management course offered by McKissock in 4.5 minutes, due to the lack of content. She reported that the questions at the end of the course were common sense, and did not require any critical thinking. Mr. Rushe reported that he completed the office management course offered by McKissock, and completed the course in 12 minutes. Mr. Rushe reported that he never read the material that was presented in the course, and he felt that in order to pass the questions at the end of the course, he should have had to read the material. Mr. Riale reported that he completed the real estate documents course, the office management course and the professional standards course. He reported that he felt the McKissock website was easier to navigate compared to The CE Shop. Mr. Riale was able to view the total times for the three classes that he accessed. Since the Committee had the same log-in information, the times reflect the longest amount of time it took one member to complete the course. The longest amount of time it took for a member to complete the real estate documents course was 39 minutes 2 seconds; 35 minutes 9 seconds for the professional standards course and 27 minutes 1 second, for the office management course. Mr. Riale reported that he is disappointed that these courses that are required to be three hours in length can be completed in such a short amount of time. He reported he can see why individuals want to take the online CE, because they can complete 21 hours of CE in the matter of an afternoon.

Mr. Riale also reported after reviewing Georgia's pre-licensing course, he is less concerned about online pre-licensing, as opposed to online continuing education.

Mr. Rushe suggested that the pass rates for online continuing education be at least 90% and that additional questions be added to the end of the course, in order to increase the seat time. Ms. Kelly advised the Committee that the requirements can require a minimum of an intermediate difficulty level.

Mr. Rushe moved, seconded by Ms. Price, to recommend that the Commission that the minimum pass rate for an online continuing education class be at least 80% and require a minimum of an intermediate difficulty level for online continuing education courses. Motion unanimously carried.

Discussion Regarding Guidelines for Online Pre-Licensing Courses

Ms. Kelly provided the Committee with information pertaining to other jurisdictions that allow for online pre-licensing courses. The Committee reviewed and discussed the information provided by Ms. Kelly. Ms. Tatman moved, seconded by Ms. Price, to merge Alabama and North Dakota's requirements with the current regulations. Motion unanimously carried. Ms. Kelly will provide the final draft during the next regularly scheduled meeting.

NEW BUSINESS

Discussion Regarding Potential Revisions to Broker's Course Outline

Ms. Klimowicz moved, seconded by Ms. Woerner to table this item. Motion unanimously carried.

Review 2016 Meeting Dates

Ms. Williams provided the Committee with the meeting dates for 2016. The Committee will continue to meet on the first Thursday of every month.

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

There was no public comment.

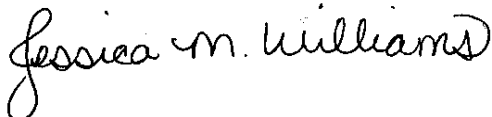
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, November 5, 2015 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Woerner moved, seconded by Ms. Klimowicz, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:53 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II